

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Sears Trostel Lumber-Hardwoods

Colorado Association for Manufacturing and Technology

Sears Trostel Increases Sales by \$4.8 Million

Client Profile:

Sears Trostel provides high quality custom millwork, hardwood and softwood lumber, and plywood to woodworking and building professionals. Founded in 1929, the company employs 20 people at its Fort Collins, Colorado facility.

Situation:

Sears Trostel had worked with the Colorado Association for Manufacturing and Technology (CAMT), a NIST MEP network affiliate, since 2001 in transforming production lines using general Lean principles, 5S Workplace organization, and Value Stream Mapping (VSM) of all office and shop floor operations. Once again, the company contacted CAMT to support their continuous improvement efforts.

Solution:

CAMT conducted Kaizen blitzes, an intensive and focused week-long approach to process improvement on a product line, allowing the company to improve throughput, productivity, lead time, and quality, by eliminating motion in their process and reducing change over times. Sears Trostel has also honed Lean and other skills in staff by participating in public events ranging from CAMT events on Lean tools to Lean Management Working groups in which CAMT clients tackle Lean and process improvement challenges together.

Results:

- * Increased sales by \$2 million in custom millwork.
- * Retained sales of \$750,000.
- * Avoided \$1 million in unnecessary labor costs.
- * Improved throughput and productivity by 170 percent.
- * Improved lead time by 75 percent.

Testimonial:

"A long-term engagement with CAMT has allowed Sears Trostel to maintain continuous improvement efforts resulting in repeated savings and escalating revenue growth."

Curt Viehmeyer, General Manager, Owner